



MEMBER NEWSLETTER

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Vancouver CREW is a dynamic network committed to promoting business development and advancing women as leaders in the commercial real estate industry.

Vancouver CREW thanks its 2009 Corporate Sponsors:



4TH ANNUAL VANCOUVER CREW GOLF TOURNAMENT

On Wednesday, July 29, 2009, over 60 brave men and women showed up for the 4th Annual CREW Golf Tournament. This year the event was held at Westwood Plateau Golf & Country Club, and in the middle of the heat wave



(hence the bravery!). The golf tournament was held on the hottest day on record in Vancouver, with the temperature on the course reaching over 40 degrees Celsius with humidity! The golfers all did their best to stay cool, but it's no surprise that everyone was very welcoming of the dinner and reception in the air conditioned club. Thank you to our sponsors, to everyone who donated prizes or items for the silent auction, and of course to the many golfers and dinner attendees.

Beth Breasail, Director - Events

CHRISTMAS COCKTAIL PARTY!

Join CREW for its annual Christmas Cocktail Party Thursday, December 17th, 5:30pm at the Vancouver Club.

CREW LUNCHEON & FASHION SHOW

On Wednesday October 29, CREW held its first fashion show luncheon. This was a sold out event as everyone was curious to find out the latest fashion styles RozeMerie Cuevas; owner of JC Studios, has to offer. RozeMerie is the creator of the signature label Jacqueline Conoir and models featured over 12 different outfits from the collection which ranged from corporate to edgy suiting, and new additions of casual and street wear for the busy women of today's Real Estate Industry.

CONGRATULATIONS - You RAISED \$2,100 FOR THE CREW FOUNDATION!

Thank you to all those CREW Members and their guests who joined us at the 4th Annual CREW Golf Tournament!

Your donations and enthusiastic bidding on the many Silent Auction items that were provided by our generous sponsors and individual CREW members raised \$2,106 which has been donated to Vancouver CREW's official charity, The CREW Foundation.

The Foundation is committed to funding the activities that make CREW's objectives become reality - i.e. moving our industry to a point where all commercial real estate women have unlimited opportunities and the tools they need to achieve success in this exciting industry!

This includes sponsoring research, creating scholarships for women enrolled in full time real estate programs at universities, education and mentoring programs for women in the industry, as well as award programs to raise awareness of the many successes that women in our industry are enjoying.



For further information on how YOU can get more out of your Vancouver CREW membership by taking advantage of the CREW Foundation programs (whether as beneficiary or benefactor!), please visit the Vancouver CREW website at www.vancouvercrew.org; or go directly to the CREW Foundation webpage at www.crewfoundation.org

Yours truly,
CREW Foundation Committee



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“Whether you think you can or think you can’t - you are right.”
- Henry Ford

BLOW ME DRY LUNCHEON

On June 25, 2009 Judy Brooks President of Blo Blow Dry Bar joined Vancouver CREW for an inspiring luncheon at the Vancouver Club. Judy shared her story with us and discussed the key components of her success, and the recipe for brand + culture that is driving Blo’s innovative concept to new heights.

CAROLYN STERN LUNCHEON

Carolyn Stern, of Carolyn Stern & Associates joined Vancouver CREW on September 24, 2009 for an interesting and engaging lunch time presentation. Carolyn’s presentation focused on branding and how you can “Be Your Own Brand”. We learned how to brand yourself and that a brand is not a logo, or a identity but rather a “person’s gut feeling” about a product, service or organization.

NEW MEMBERS

Vancouver CREW is pleased to welcome Tara Brockelmann and Larissa Jacobson of Bentall LLP, as its newest members to the CREW Network.

SAVE THE DATE!

WHISTLER ICSC CREW COCKTAIL RECEPTION

Vancouver CREW is pleased to host its third annual Whistler ICSC Cocktail Reception on Sunday, January 10, 2010. Again, this year’s reception will be held at the Mallard Lounge in Chateau Whistler. Look for the registration email in your inbox by late December, and be sure to add our Cocktail Reception to your list of events to attend!



UPCOMING EVENTS FOR 2010!

2009 is drawing near an end but the Vancouver CREW Events Committee is looking forward to 2010 as we have a number of exciting speakers and a signature event lined up for the New Year. If you have any ideas or recommendations for an event, please send an email to Beth Breasail at Beth.Breasail@gwlr.com.

VANCOUVER CREW MEMBER PROFILE

Sandra Cawley has been working in the real estate business as a professional appraiser and development consultant since 1981. Over the past 28 years, she has undertaken many valuations of a wide cross-section of commercial, industrial and residential developments. Her knowledge in this industry has been drawn upon by many prominent developers in defining target markets and designing appropriate suite mix to ensure market success. Her expertise also encompasses office, shopping and industrial park developments as well as land subdivisions and hotels.



Ms. Cawley joined BURGESS, CAWLEY, SULLIVAN & ASSOCIATES in 1981. This company is one of the largest and most well respected real estate appraisal and consulting companies in British Columbia. She became a partner in May, 1988. Sandra Cawley has been retained by land owners, government and financial institutions and many of British Columbia’s and Canada’s largest companies as a consultant in all matters relating to real estate valuation, marketing studies and development consulting. Her work extends to many Western Canadian cities in various capacities, including analysis of office,

single-family subdivision, resort properties and shopping centre developments. Her services have included acting as a consultant throughout all stages of development of properties in these various sectors, including working with developers identifying development opportunities, defining the right product mix to target the appropriate market and creating development pro formas to assist in the negotiation and bidding process for land. Her indepth knowledge of the marketplace in this sector has played an important role in the success of development, both in terms of product and building design, efficiencies, pricing and absorption.

Professional Affiliations

Sandra Cawley is a Member of the Appraisal Institute of Canada and the Real Estate Institute of British Columbia. She was a Director, for four years, of the Vancouver Chapter of the Real Estate Institute of British Columbia. Currently, she serves as a Director of the Urban Development Institute (Vancouver Chapter) and as a Director of UBC Properties Trust. She has her Bachelor of Commerce degree, specializing in Urban Land Economics from the University of British Columbia. She has taught sessions for students enrolled in the Urban Land Diploma Course at U.B.C. and those taking courses through the Urban Development Institute’s School of Development Program. In addition, she is active in many local professional associations.